

Microsoft Internet Explorer

http://www.hp.com/go/.../.../...

NOTES

Channel Conflict	
Are there Multiple resellers bidding?	Is distributor earning their margin?
<input type="radio"/> Yes	<input type="radio"/> Yes
<input type="radio"/> No	<input type="radio"/> No
<input type="radio"/> Not to our knowledge	Service Provided:
Is reseller earning their margin?	Is there an HP EU SR involved?
<input type="radio"/> Yes	<input type="radio"/> Yes
<input type="radio"/> No	<input type="radio"/> No
Service Provided:	
Who is driving the sales process?	
<input type="radio"/> Distributor	
<input type="radio"/> Reseller	
<input type="radio"/> Corp VAR	
<input type="radio"/> HP - EU SR	
Other Channel Conflict Notes	
NOTES	
Customer Decision Criteria/Buying Trends	
Additional Customer Information	Decision Maker
Division:	Name:
Location:	Title:

This is an example if a real-life application that uses the Data Driven web Page Generator. All of the above was defined by a business owner and the page builds itself. No programming or web knowledge was needed, just the business knowledge.

Exhibit G